

DEUTSCHE BANK

TRAVEL CONFERENCE 23 MARCH 2016



Presentation by Adam Campbell, CFO



PRESENTATION OVERVIEW

- Reflection
 - 20 Years As A Listed Entity
- The Future
 - Strategies & Longer Term Vision
- Questions?



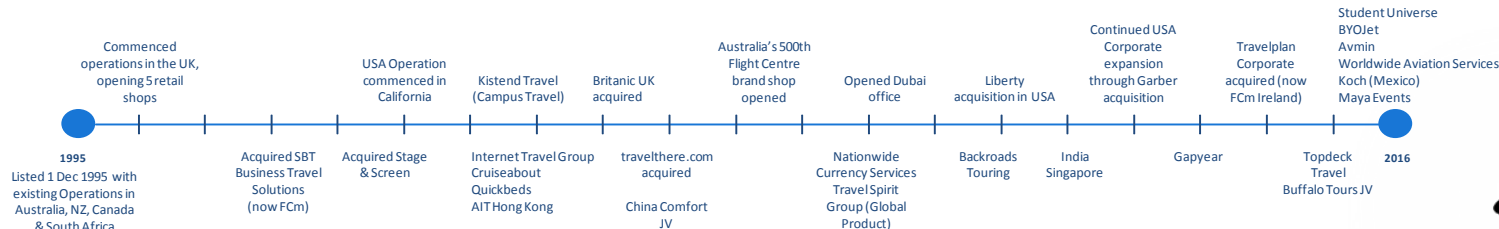
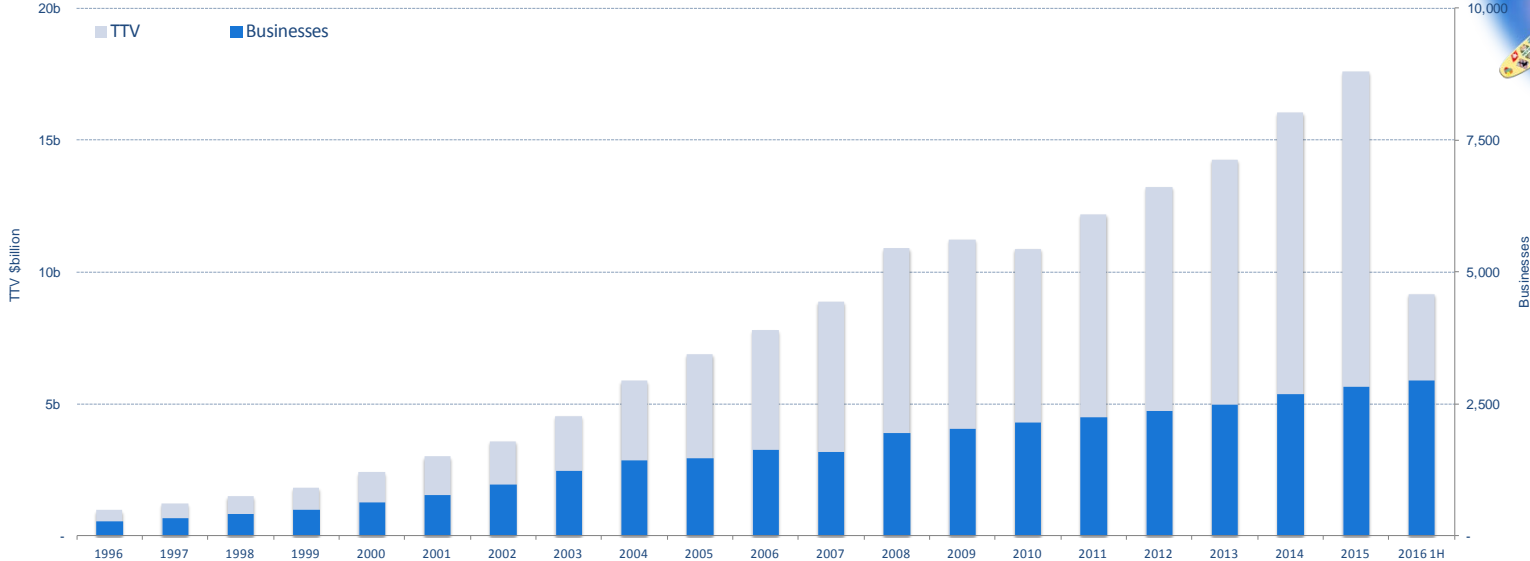


20-YEAR GROWTH STORY

FLT's 20-YEAR GROWTH STORY



Celebrating 20 Years as a Public Company



CONSISTENT GROWTH



16.5% CAGR in TTV

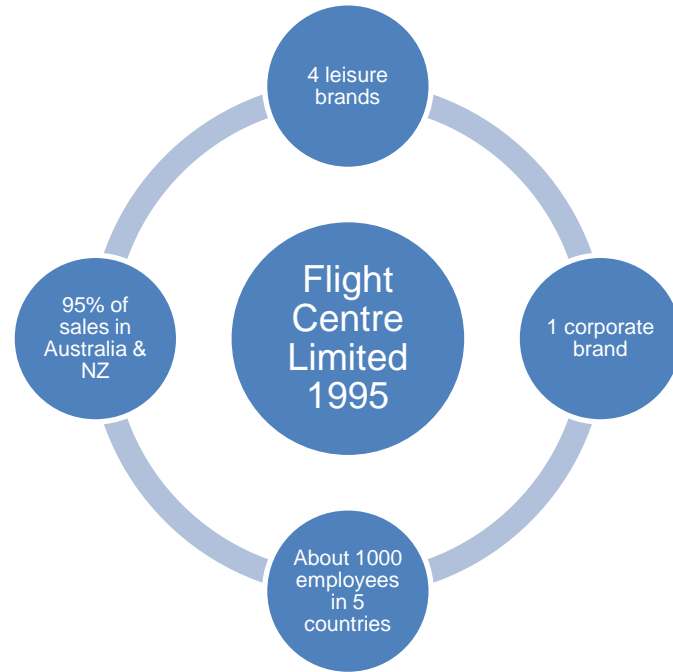
TTV has exceeded PCP 19 times

**FLT'S 20-YEAR
RECORD**

16.9% CAGR in PBT

\$1.34b returned to shareholders in fully franked dividends

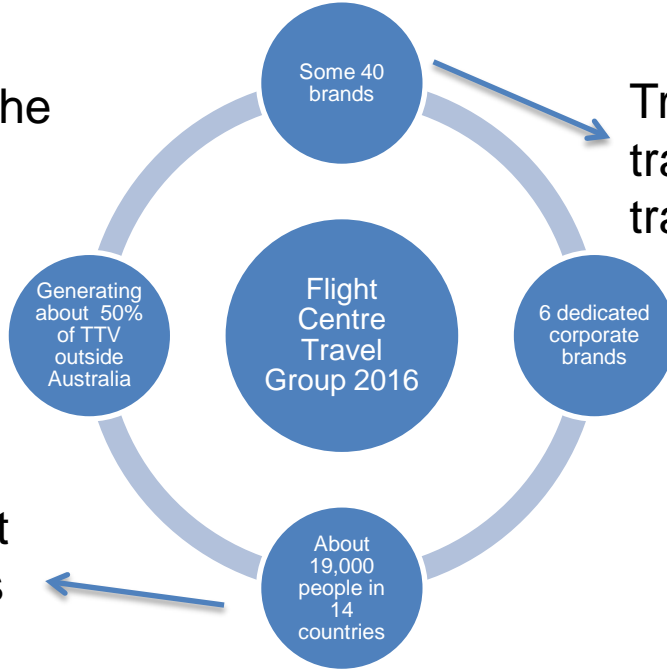
FLT AT ITS IPO



FLT TODAY



Almost one third of sales generated in the Americas & Europe



Travel retailing, corporate, travel experience, non-travel, youth/student



Creating about 1000 new jobs every year

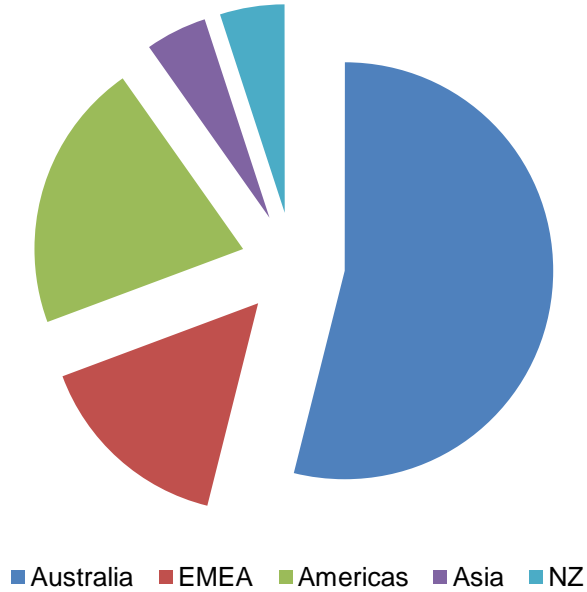


Now one of the world's largest corporate travel managers

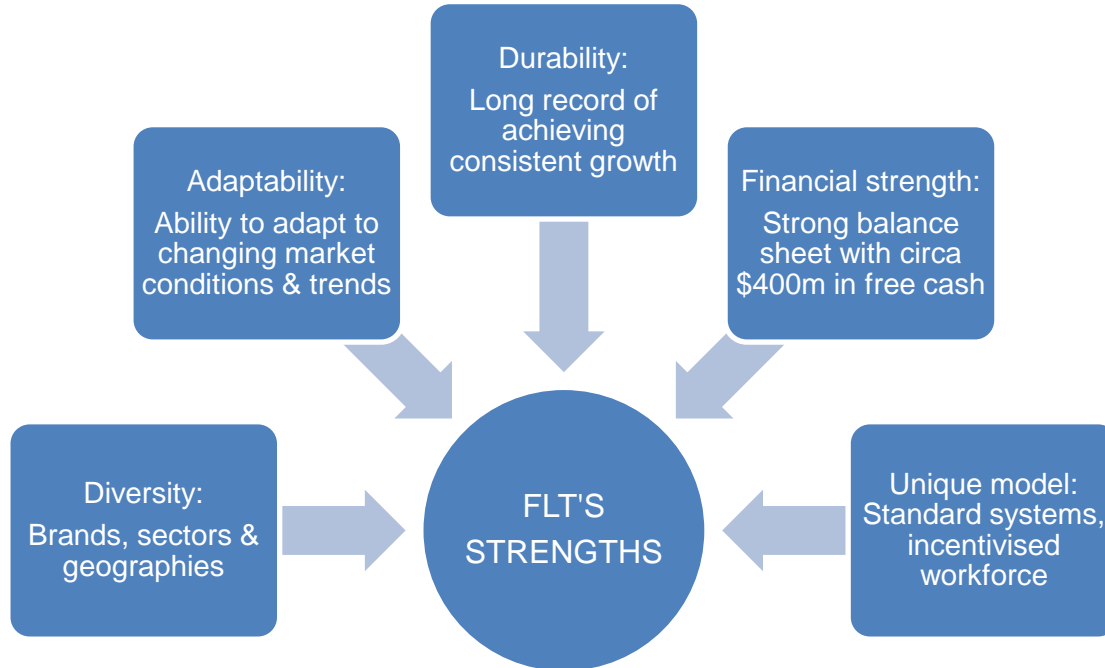
1H16 TTV BY REGION



47% of 1H TTV
was generated
outside of
Australia



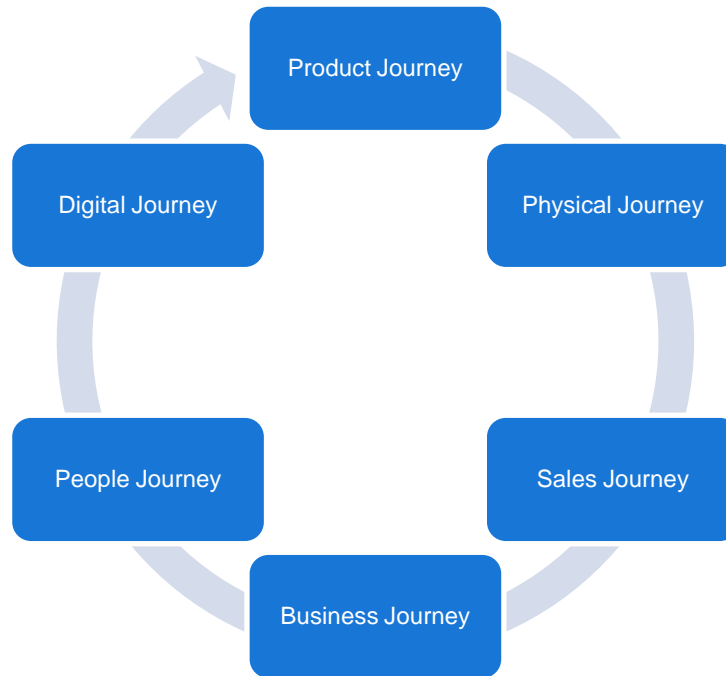
KEYS TO SUCCESS



LOOKING AHEAD



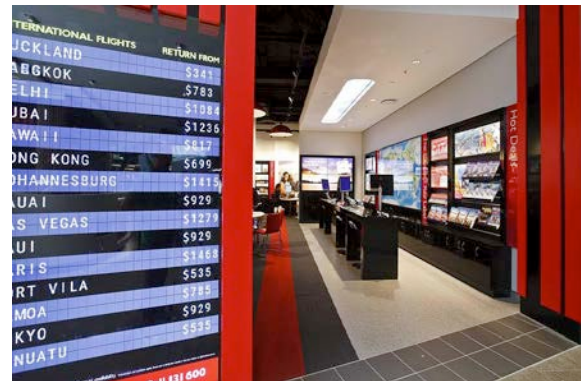
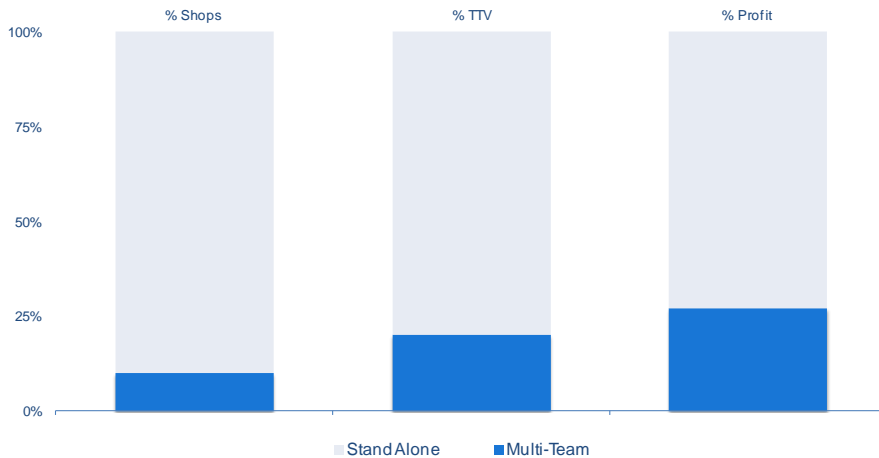
STRATEGIC JOURNEYS



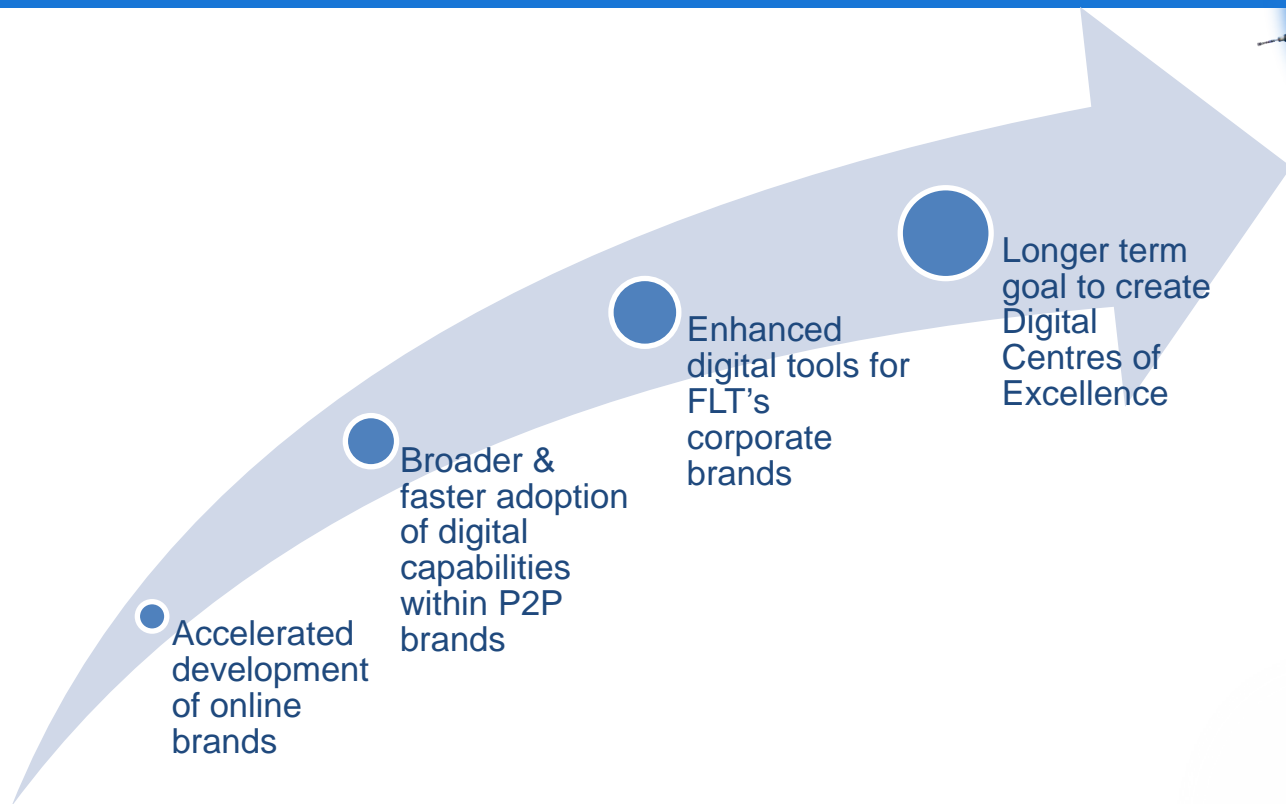
PHYSICAL JOURNEY: MULTI-TEAM SHOPS



- 10% of existing shops are either hyper or mega stores
- Multi-team stores are more productive, have higher morale and deliver a vastly improved customer experience




DIGITAL JOURNEY




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Japan is one of the most amazing, beautiful, and friendly countries in the world. From majestic Mount Fuji to bustling Tokyo, Japan is a high-tech world mixed with the politeness and respect of their past.




Rob Swanson

5 YEARS | **11** COUNTRIES | **36** CITIES

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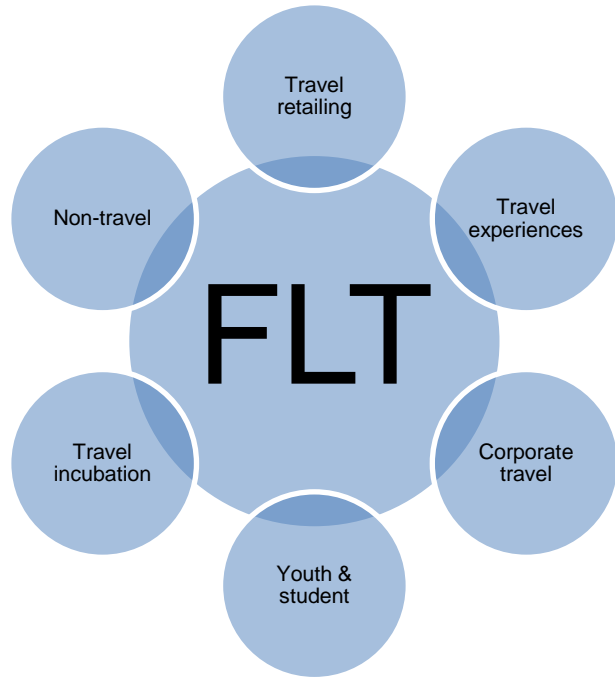
Book your flight online with Rob

Economy One Way

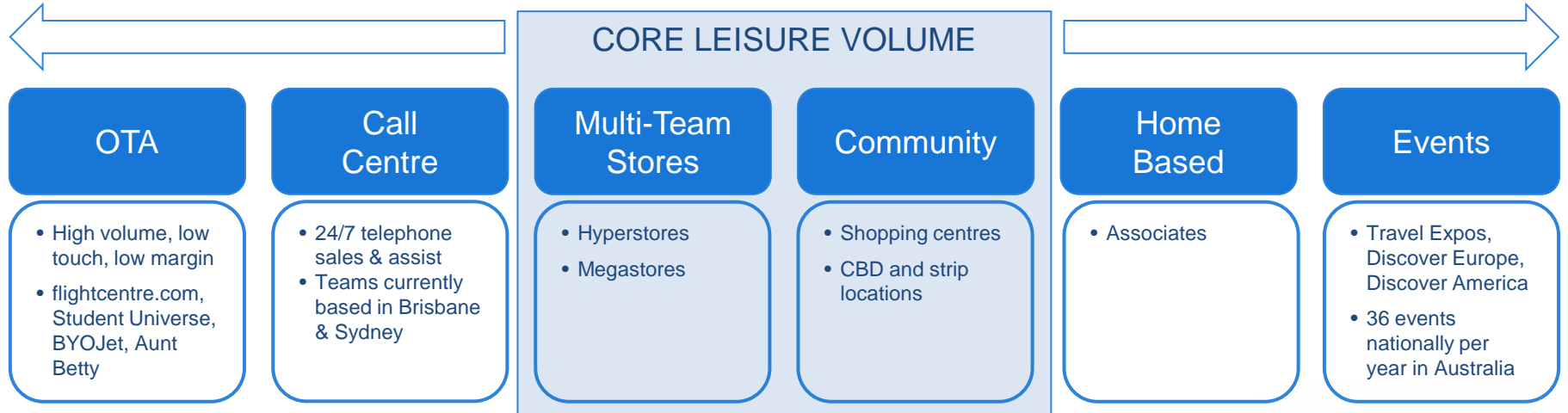
My past trips

TRIP	<input type="button" value="WANT THIS TRIP!"/> <input type="button" value="YES"/>
TRIP	<input type="button" value="WANT THIS TRIP!"/> <input type="button" value="YES"/>
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SIX KEY GROWTH PATHS



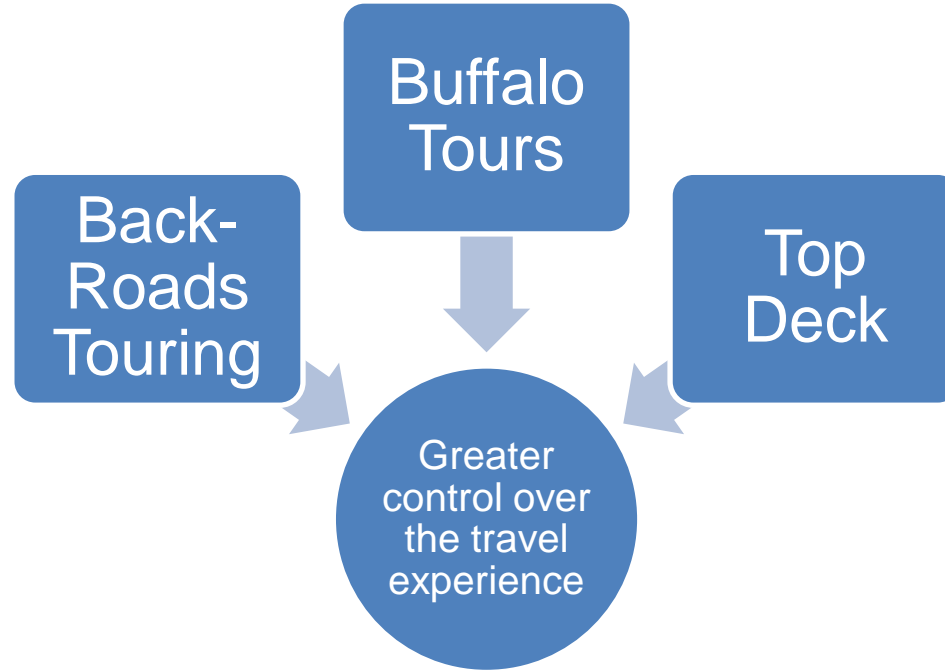
TRAVEL RETAILING



TRAVEL EXPERIENCE BRANDS



FLT's expanding network of tour operators & destination management companies



CORPORATE TRAVEL



A Major Global Player

FLT now one of the world's largest corporate travel managers

Corporate brands generated 35% of 1H turnover (circa 27% 5 years ago)

Brand Diversity

6 dedicated brands

Targeting specific market segments

Ongoing Expansion

Organic growth & acquisitions

4 acquisitions so far this year to strengthen FCM & cievents (most recent FCm Holland)

CORPORATE VALUE PROPOSITIONS



Industry-leading service proposition

- Delivered locally by dedicated teams - no off-shoring or call centres
- FCM judged World's Leading TMC for five consecutive years & Best National Travel Management Company at the 2015 National Travel Industry Awards

Brand diversity

- Six dedicated brands providing specialist services
- FCM, Corporate Traveller, Stage & Screen, Campus Travel, cievents & 4th Dimension

Technology suite

- Working with innovative tech partners, including Serko
- Suite includes Rapidbook- the industry's fastest online booking tool

Unique product ranges

- Exclusive to FLT and delivering tangible benefits to customers
- Ranges include Corporate Traveller's "Smart" suite

Market intel & analysis

- Proactively working with customers to better manage spend through cutting edge analytics tools & via supplier negotiations

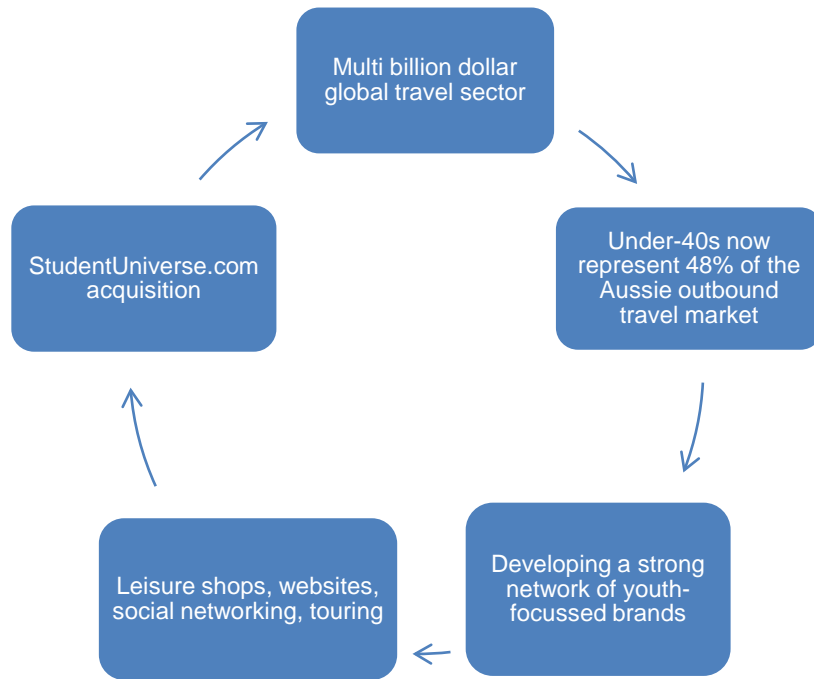
Efficiencies

- Reduced administrative requirements for clients through streamlined financial processing

Value adds

- More than a TMC – providing access to additional FLT services to help businesses grow

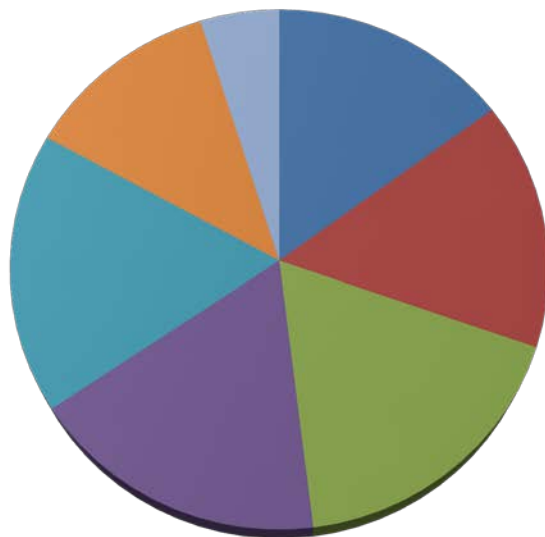
YOUTH & STUDENT



20-29s: A LARGE TRAVEL SECTOR



Age of Outbound Travellers



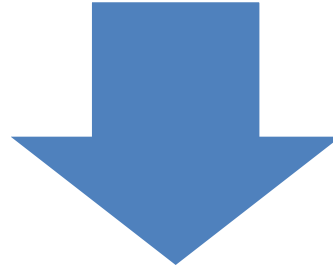
- Under-19
- 20-29
- 30-39
- 40-49
- 50-59
- 60-69
- 70+

Source: Australian Bureau of Statistics 2014/15 Short-Term Outbound Departures

TRAVEL INCUBATION



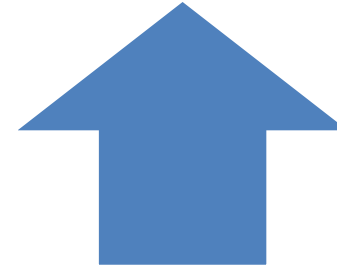
Weighing up the longer term opportunity to develop incubation hubs in key locations



Possible investment in travel-related start-ups



Opportunity to work with next generation innovators globally



NON-TRAVEL



Bikes

- Retailer 99 Bikes
- Wholesaler Advance Traders

Health & financial planning

- Healthwise
- Moneywise

Education

- FC Business School
- FC Travel Academy

Profitable businesses with solid future growth potential

QUESTIONS

